



Regional Cluster of Opportunity

ACTION CLINIC PRESENTATION

June 16, 2011

Sacramento, CA

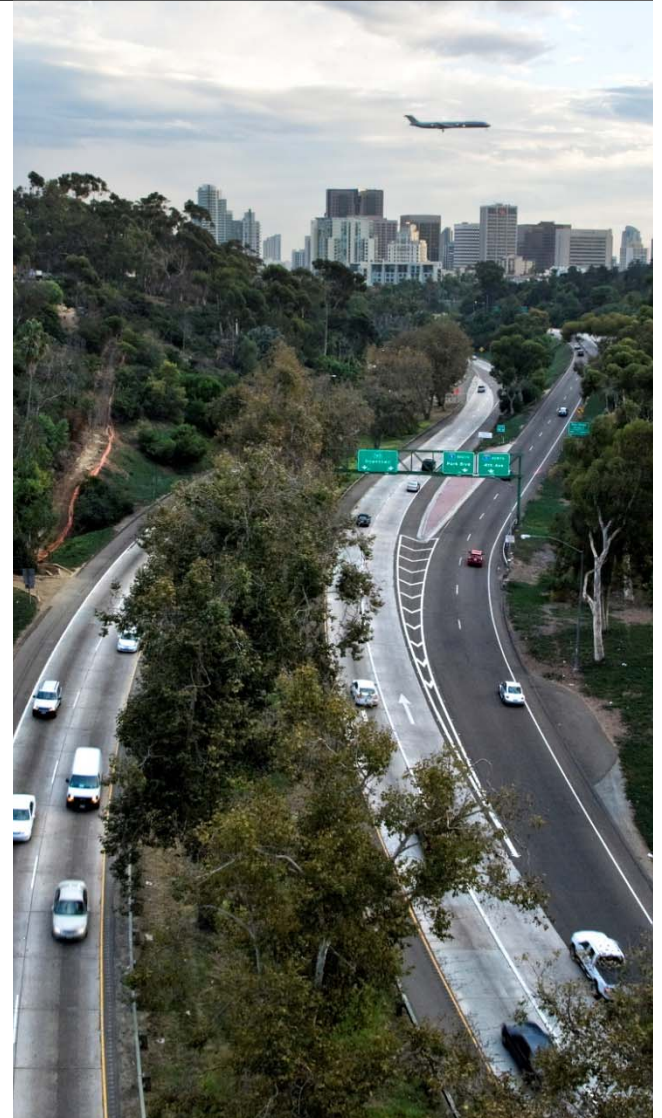
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Identifying Our Regional Industry Clusters of Opportunity Within Healthcare Information Technology

- 1) Executive interviews with leaders of major employers in the region
- 2) Surveys of HR and hiring managers from a large sample HIT & IT organizations
- 3) Roundtable meetings w/regional industry stakeholders

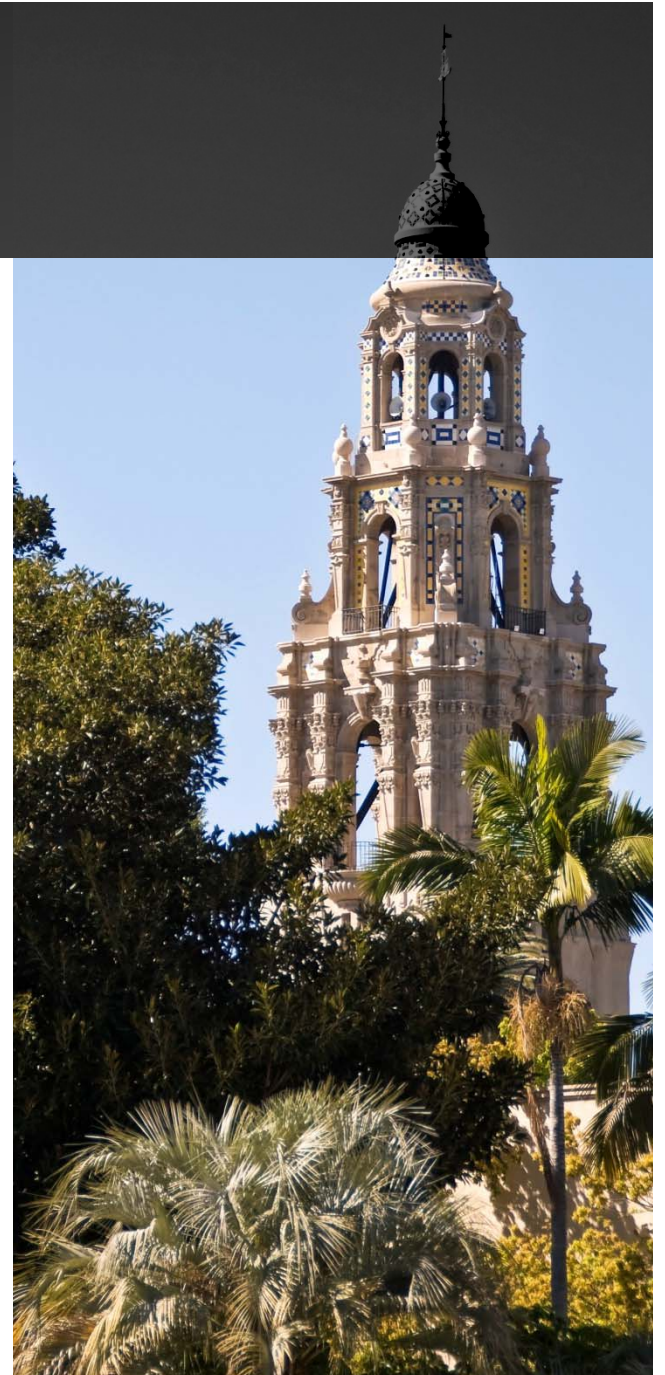


Key Sectors

- **Significant contributors to growth:** IT services, life sciences, healthcare, hardware, and wireless technologies
- **Mature sectors:** Electronic Medical Records (EMR), data storage and software
- **Emergent sectors:** Healthcare Information Exchange (HIE,) data analytics, informatics, “Glueware” (interfaces that connect systems,) mobile health, wireless health

Employer Engagement

- Research activities
- Executive interview
- Surveys
- Roundtable discussions
- Networking activities
- Personal communication with established community partners in business, education & the non-profit sectors



Survey of Randomly Selected Employers

- **207+ employers –**
 - **SD healthcare firms (hospitals, clinics, private offices, ambulatory care centers)**
 - **SD IT firms (hardware, software, internet, networks, communications firms)**

Getting Employers to the Workforce Development “Table”

Key = employer interest.

“In essence, a critical mass of employers needing workers, educators who think they have solutions, and supportive funders will catalyze a workforce development effort.”



Leveraging Implementation Resources & Commitments

- Employers & industry representatives –will influence:
- Economic Dev. plan for HIT cluster
- Investment of implementation funds
- Participation in regular meetings
- Representation in cluster industry roundtables
- Review & response to meeting reports, development plans, etc.

Collaborative Planning

- Ongoing, collaborative work groups- supportive business, economic & workforce development leaders
- Leadership from local WIBs & econ dev. orgs
- Educational institutions esp. community colleges:
 - Understanding needs of target population
 - Leveraging & expanding current HIT program development



Achieving Sustainable Systems Change

- Growing regional collaboration breaking down barriers between sectors previously perceived as independent (Healthcare & IT)
- Leveraging Regional Clusters planning work to spur policy change to support HIT industry
- SDWP:
 - ✓ Disseminate project reports
 - ✓ Convene HIT roundtable

Conclusions

- *Real systems change not yet here*
- *Workforce development follows industry need* - Significant change in industry demand for new skills & new workers not yet identified
- *As healthcare more wireless & more “glueware,” SD’s competitive advantages will catalyze systems change* in use & delivery of healthcare technology
- *Systems change w/in industry will require similar workforce development changes*
- *Until industry change, new system = sector-focused, intermediary-led economic development*
- *Not new funding but greater interaction between employers, educators/trainers, policy makers & workforce development funding.*